

Monthly Indicators



January 2019

Percent changes calculated using year-over-year comparisons.

New Listings were down 38.1 percent for single family homes but increased 10.3 percent for townhouse-condo properties. Pending Sales decreased 19.6 percent for single family homes and 6.9 percent for townhouse-condo properties.

The Median Sales Price was up 13.8 percent to \$457,000 for single family homes but decreased 8.5 percent to \$275,000 for townhouse-condo properties. Days on Market decreased 17.8 percent for single family homes and 9.2 percent for townhouse-condo properties.

While the home affordability topic will continue to set the tone for the 2019 housing market, early signs point to an improving inventory situation, including in several markets that are beginning to show regular year-over-year percentage increases. As motivated sellers attempt to get a jump on annual goals, many new listings enter the market immediately after the turn of a calendar year. If home price appreciation falls more in line with wage growth, and rates can hold firm, consumer confidence and affordability are likely to improve.

Activity Snapshot

- 6.1% **+ 12.0%** **- 5.8%**

One-Year Change in Sold Listings All Properties	One-Year Change in Median Sales Price All Properties	One-Year Change in Active Listings All Properties
--	---	--

Residential real estate activity in La Plata and San Juan Counties composed of single-family properties, townhomes and condominiums. Percent changes are calculated using rounded figures.

Single Family Market Overview	2
Townhouse/Condo Market Overview	3
New Listings	4
Pending Sales	5
Sold Listings	6
Median Sales Price	7
Average Sales Price	8
Percent of List Price Received	9
Days on Market Until Sale	10
Cumulative Days on Market Until Sale	11
Housing Affordability Index	12
Inventory of Active Listings	13
Months Supply of Inventory	14
Total Market Overview	15
Sold Listings and Inventory by Price Range	16
Glossary of Terms	17

Single Family Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	1-2018	1-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		84	52	- 38.1%	84	52	- 38.1%
Pending Sales		51	41	- 19.6%	51	41	- 19.6%
Sold Listings		40	39	- 2.5%	40	39	- 2.5%
Median Sales Price		\$401,750	\$457,000	+ 13.8%	\$401,750	\$457,000	+ 13.8%
Avg. Sales Price		\$471,673	\$495,662	+ 5.1%	\$471,673	\$495,662	+ 5.1%
Pct. of List Price Received		96.8%	97.4%	+ 0.6%	96.8%	97.4%	+ 0.6%
Days on Market		169	139	- 17.8%	169	139	- 17.8%
Cumulative Days on Market		190	162	- 14.7%	190	162	- 14.7%
Affordability Index		73	69	- 5.5%	73	69	- 5.5%
Active Listings		356	323	- 9.3%	--	--	--
Months Supply		5.2	4.9	- 5.8%	--	--	--

Townhouse/Condo Market Overview

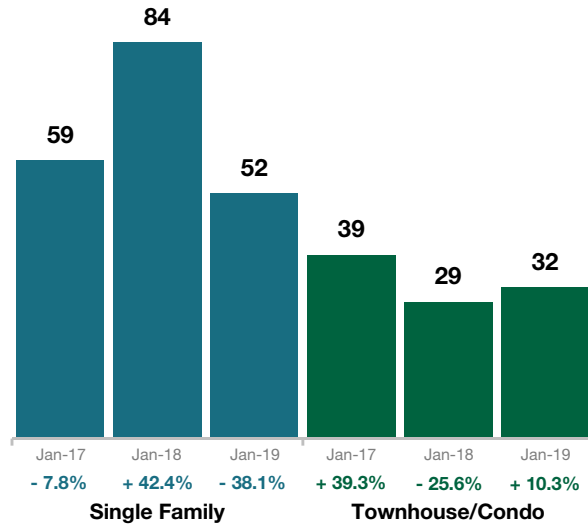
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



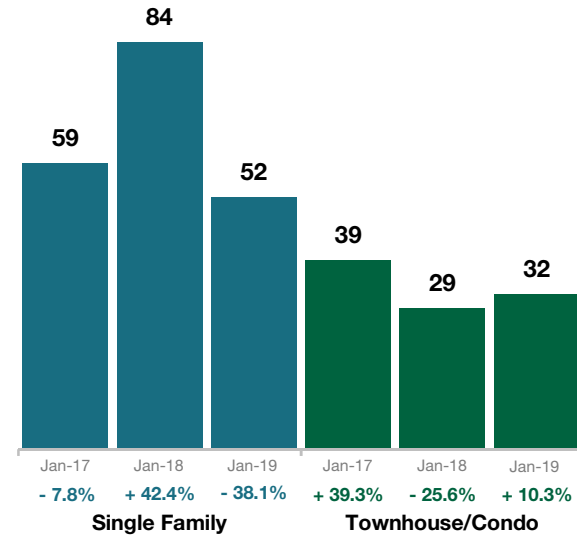
Key Metrics	Historical Sparkbars	1-2018	1-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		29	32	+ 10.3%	29	32	+ 10.3%
Pending Sales		29	27	- 6.9%	29	27	- 6.9%
Sold Listings		24	21	- 12.5%	24	21	- 12.5%
Median Sales Price		\$300,500	\$275,000	- 8.5%	\$300,500	\$275,000	- 8.5%
Avg. Sales Price		\$293,204	\$265,743	- 9.4%	\$293,204	\$265,743	- 9.4%
Pct. of List Price Received		96.6%	96.9%	+ 0.3%	96.6%	96.9%	+ 0.3%
Days on Market		142	129	- 9.2%	142	129	- 9.2%
Cumulative Days on Market		131	140	+ 6.9%	131	140	+ 6.9%
Affordability Index		118	128	+ 8.5%	118	128	+ 8.5%
Active Listings		124	126	+ 1.6%	--	--	--
Months Supply		4.3	4.4	+ 2.3%	--	--	--

New Listings

January

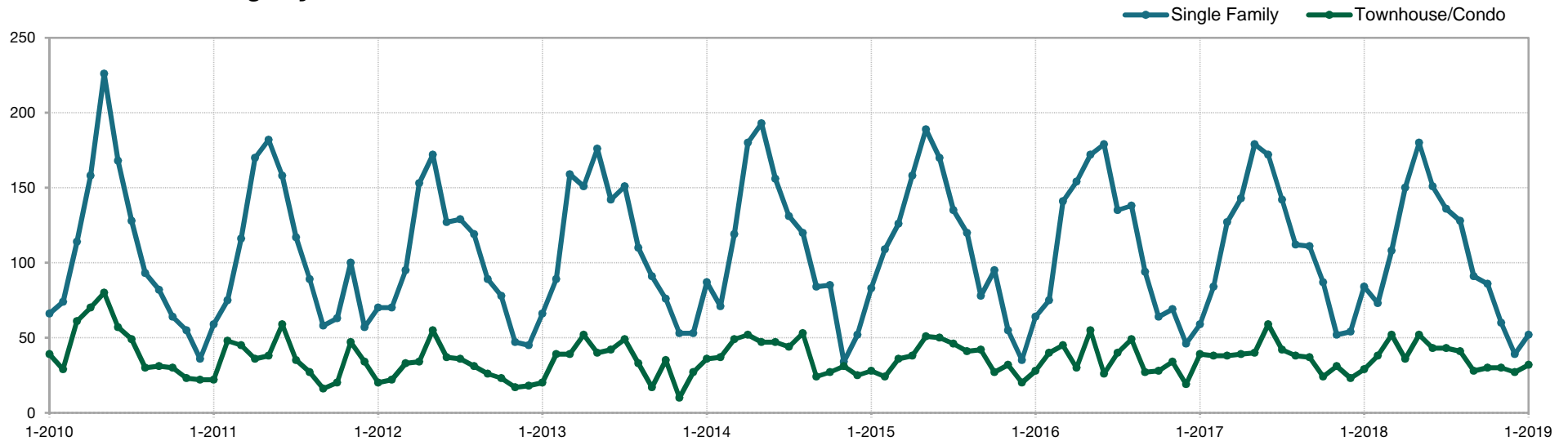


Year to Date



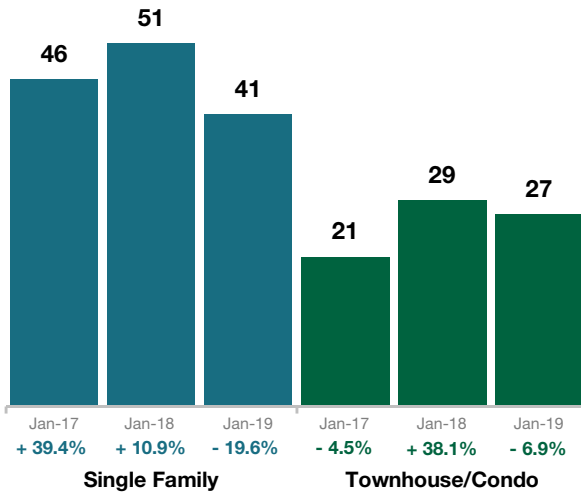
New Listings	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Feb-2018	73	-13.1%	38	0.0%
Mar-2018	108	-15.0%	52	+36.8%
Apr-2018	150	+4.9%	36	-7.7%
May-2018	180	+0.6%	52	+30.0%
Jun-2018	151	-12.2%	43	-27.1%
Jul-2018	136	-4.2%	43	+2.4%
Aug-2018	128	+14.3%	41	+7.9%
Sep-2018	91	-18.0%	28	-24.3%
Oct-2018	86	-1.1%	30	+25.0%
Nov-2018	60	+15.4%	30	-3.2%
Dec-2018	39	-27.8%	27	+17.4%
Jan-2019	52	-38.1%	32	+10.3%

Historical New Listings by Month

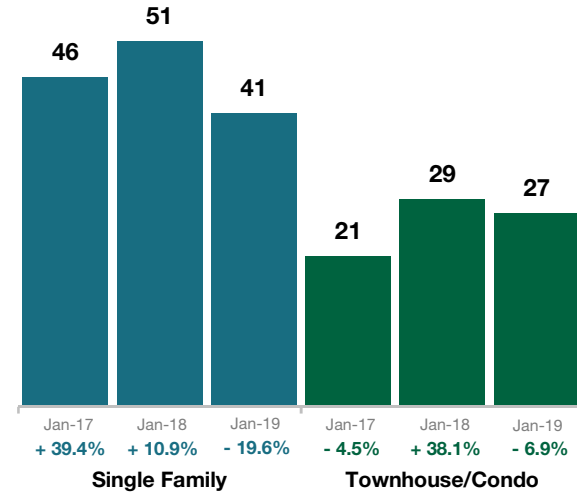


Pending Sales

January

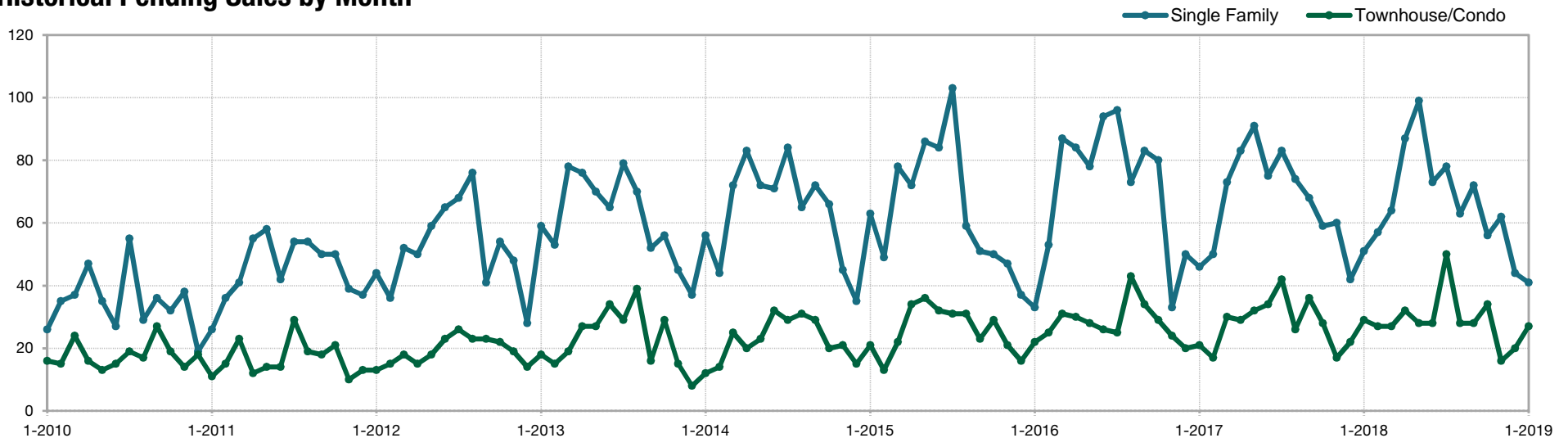


Year to Date



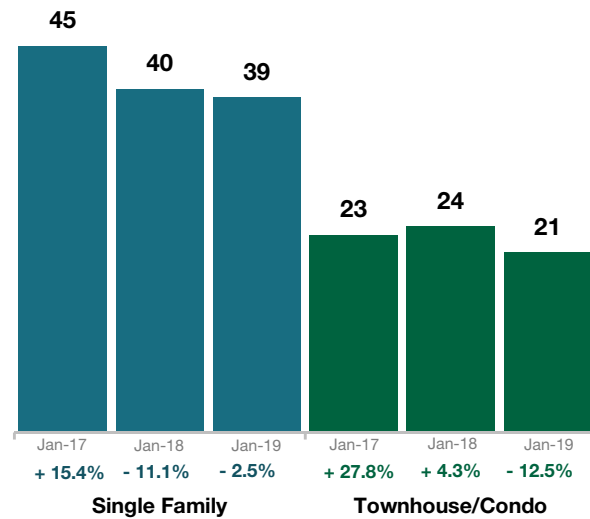
Pending Sales	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Feb-2018	57	+14.0%	27	+58.8%
Mar-2018	64	-12.3%	27	-10.0%
Apr-2018	87	+4.8%	32	+10.3%
May-2018	99	+8.8%	28	-12.5%
Jun-2018	73	-2.7%	28	-17.6%
Jul-2018	78	-6.0%	50	+19.0%
Aug-2018	63	-14.9%	28	+7.7%
Sep-2018	72	+5.9%	28	-22.2%
Oct-2018	56	-5.1%	34	+21.4%
Nov-2018	62	+3.3%	16	-5.9%
Dec-2018	44	+4.8%	20	-9.1%
Jan-2019	41	-19.6%	27	-6.9%

Historical Pending Sales by Month

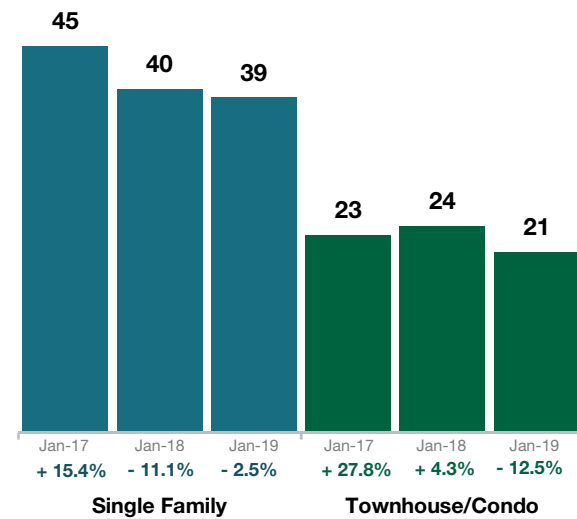


Sold Listings

January

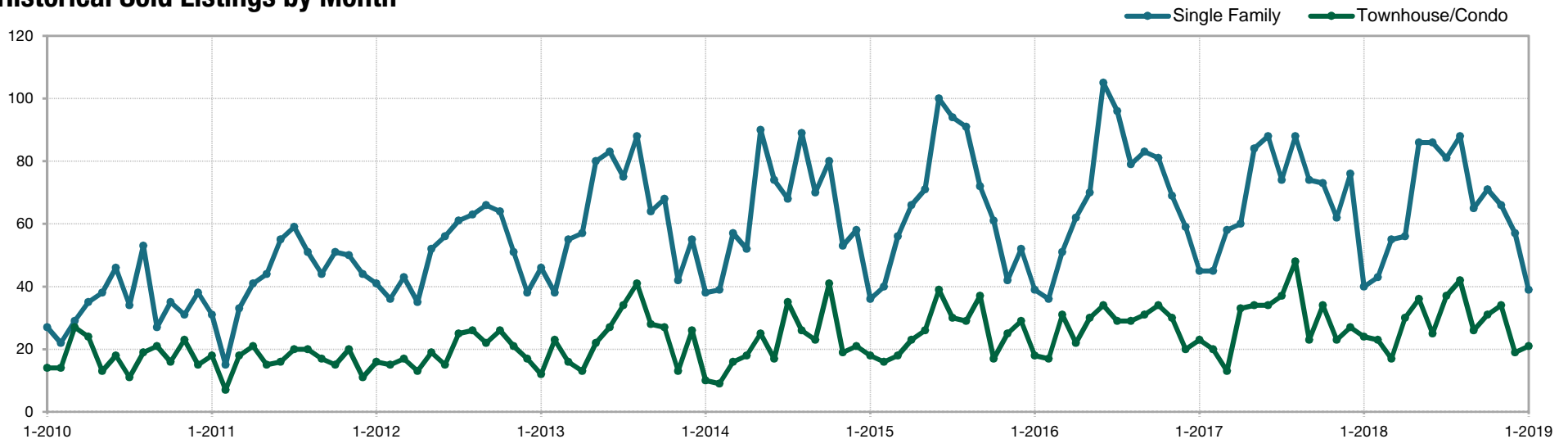


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Feb-2018	43	-4.4%	23	+15.0%
Mar-2018	55	-5.2%	17	+30.8%
Apr-2018	56	-6.7%	30	-9.1%
May-2018	86	+2.4%	36	+5.9%
Jun-2018	86	-2.3%	25	-26.5%
Jul-2018	81	+9.5%	37	0.0%
Aug-2018	88	0.0%	42	-12.5%
Sep-2018	65	-12.2%	26	+13.0%
Oct-2018	71	-2.7%	31	-8.8%
Nov-2018	66	+6.5%	34	+47.8%
Dec-2018	57	-25.0%	19	-29.6%
Jan-2019	39	-2.5%	21	-12.5%

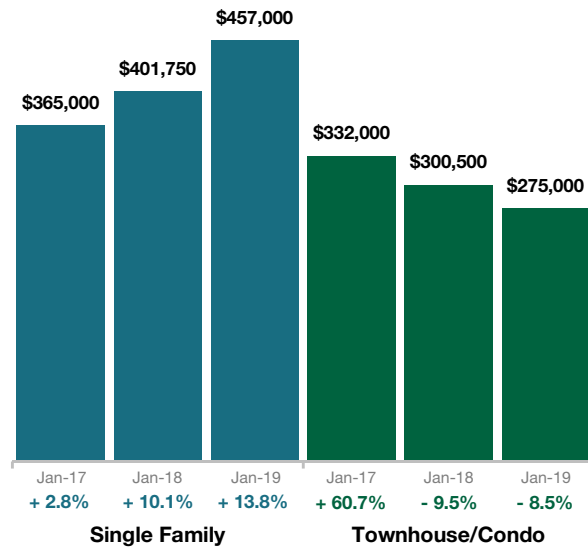
Historical Sold Listings by Month



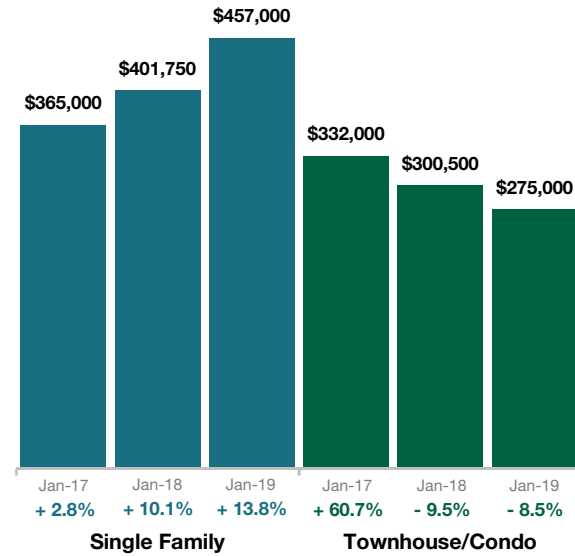
Median Sales Price



January

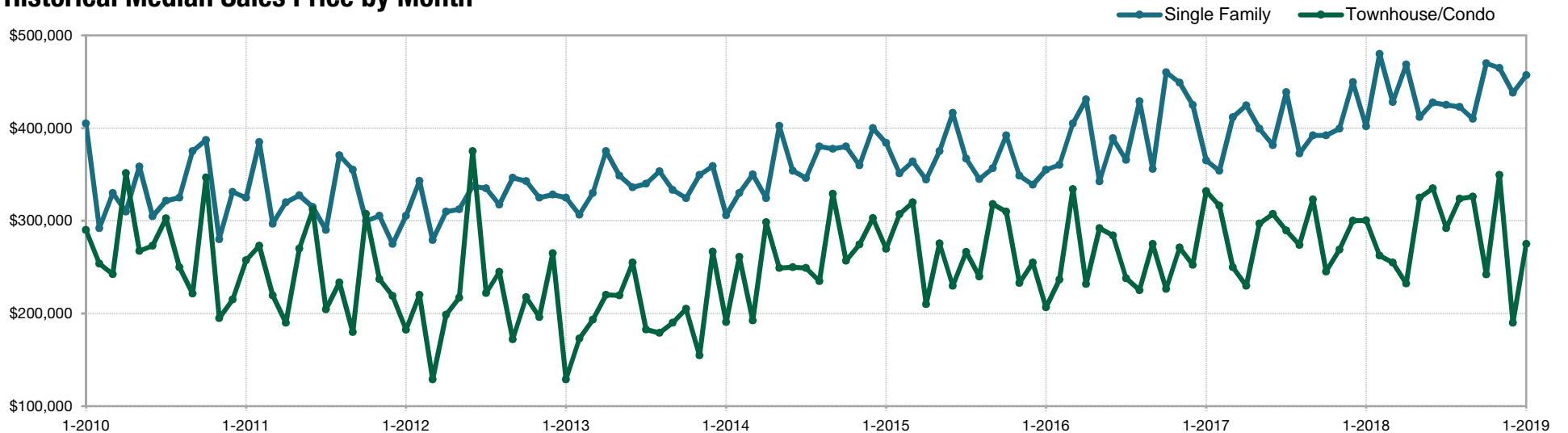


Year to Date



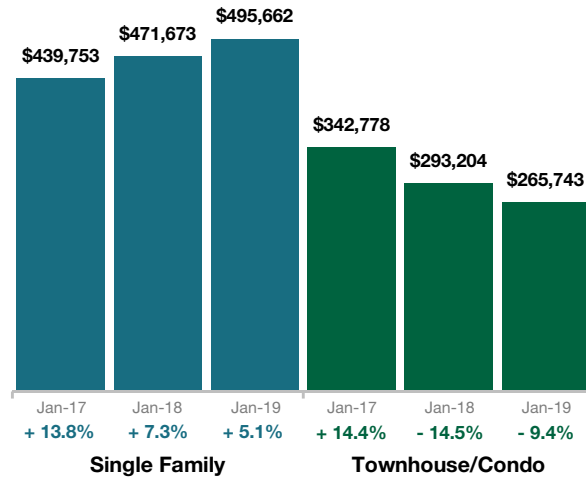
Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Feb-2018	\$480,000	+35.6%	\$262,500	-17.0%
Mar-2018	\$428,175	+4.1%	\$255,000	+2.0%
Apr-2018	\$468,500	+10.4%	\$232,250	+1.0%
May-2018	\$412,000	+3.1%	\$325,000	+9.4%
Jun-2018	\$427,450	+12.0%	\$335,000	+8.9%
Jul-2018	\$425,000	-3.1%	\$292,000	+0.9%
Aug-2018	\$422,750	+13.5%	\$323,750	+18.2%
Sep-2018	\$410,000	+4.6%	\$326,000	+0.9%
Oct-2018	\$470,000	+19.9%	\$242,000	-1.3%
Nov-2018	\$465,000	+16.4%	\$349,350	+29.9%
Dec-2018	\$438,000	-2.6%	\$190,000	-36.7%
Jan-2019	\$457,000	+13.8%	\$275,000	-8.5%

Historical Median Sales Price by Month

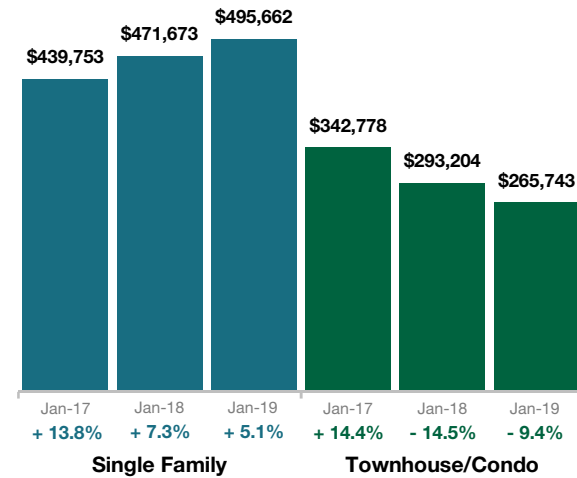


Average Sales Price

January

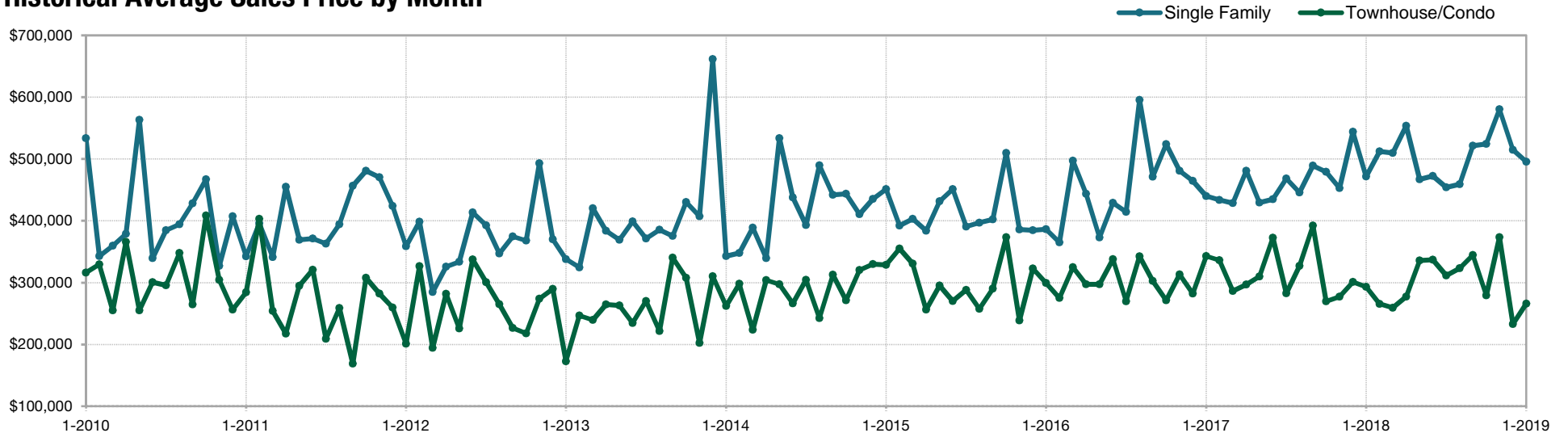


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Feb-2018	\$512,384	+18.1%	\$265,670	-21.0%
Mar-2018	\$509,583	+18.9%	\$259,076	-9.5%
Apr-2018	\$553,711	+15.1%	\$277,403	-6.6%
May-2018	\$466,876	+8.7%	\$335,694	+8.3%
Jun-2018	\$472,391	+8.7%	\$336,879	-9.6%
Jul-2018	\$454,318	-3.0%	\$311,395	+10.2%
Aug-2018	\$459,148	+3.0%	\$323,360	-1.1%
Sep-2018	\$521,246	+6.6%	\$344,729	-12.1%
Oct-2018	\$524,342	+9.4%	\$279,408	+3.6%
Nov-2018	\$580,569	+28.3%	\$373,313	+34.6%
Dec-2018	\$514,620	-5.4%	\$233,061	-22.6%
Jan-2019	\$495,662	+5.1%	\$265,743	-9.4%

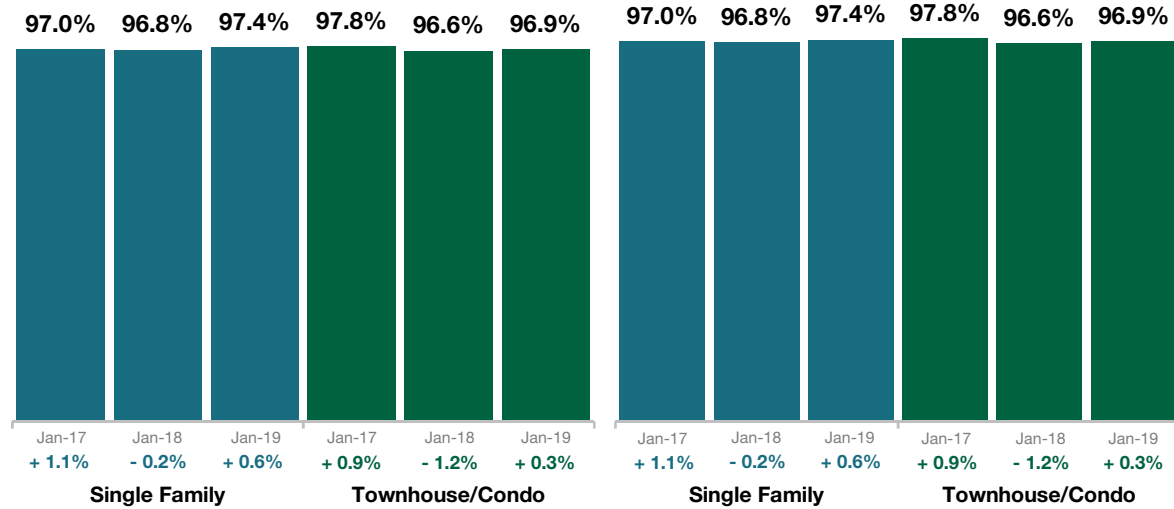
Historical Average Sales Price by Month



Percent of List Price Received

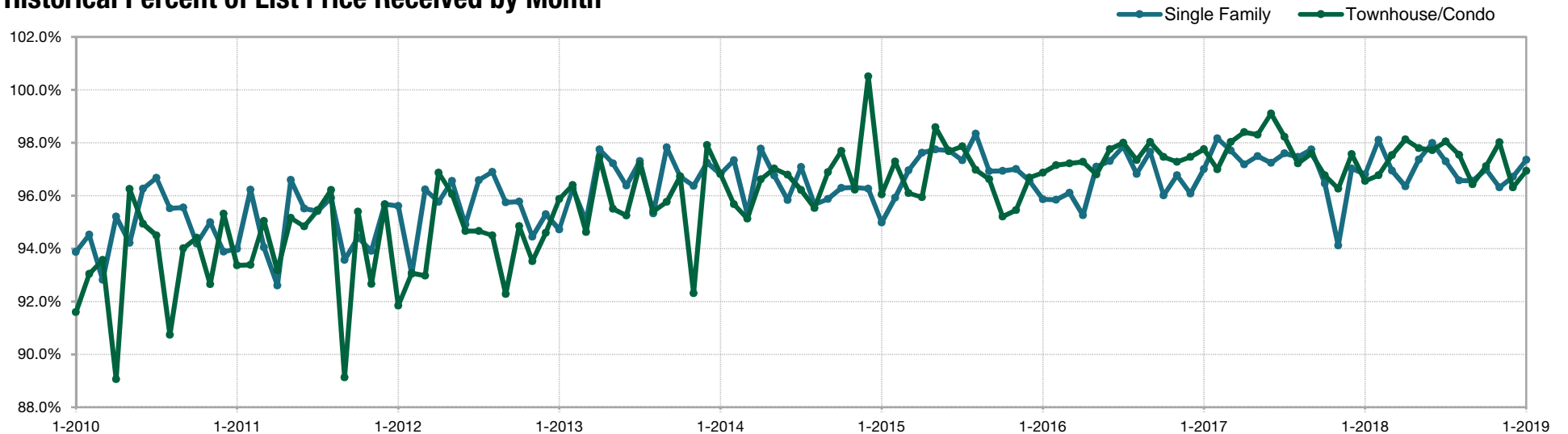
January

Year to Date



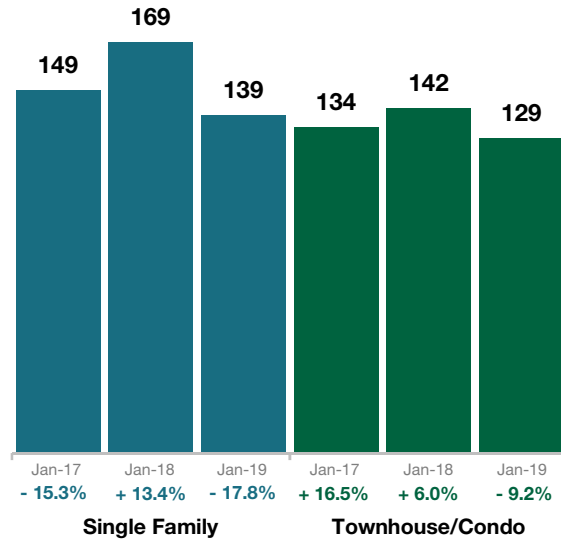
Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Feb-2018	98.1%	-0.1%	96.8%	-0.2%
Mar-2018	96.9%	-0.8%	97.5%	-0.5%
Apr-2018	96.4%	-0.8%	98.1%	-0.3%
May-2018	97.4%	-0.1%	97.8%	-0.5%
Jun-2018	98.0%	+0.8%	97.7%	-1.4%
Jul-2018	97.3%	-0.3%	98.0%	-0.2%
Aug-2018	96.6%	-0.9%	97.5%	+0.3%
Sep-2018	96.6%	-1.1%	96.4%	-1.2%
Oct-2018	97.0%	+0.5%	97.1%	+0.3%
Nov-2018	96.3%	+2.3%	98.0%	+1.8%
Dec-2018	96.7%	-0.3%	96.3%	-1.3%
Jan-2019	97.4%	+0.6%	96.9%	+0.3%

Historical Percent of List Price Received by Month

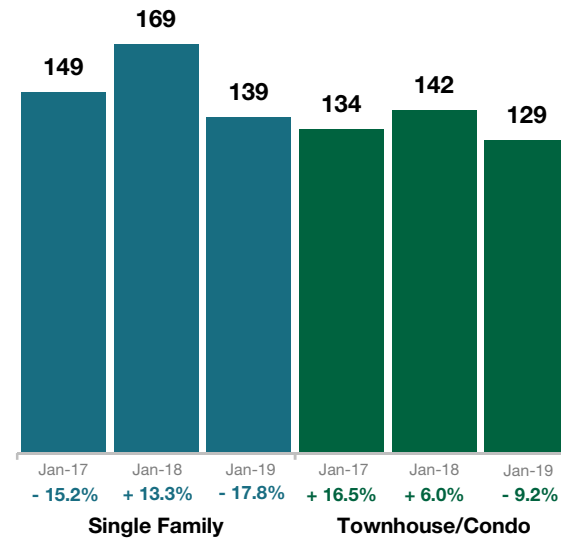


Days on Market Until Sale

January

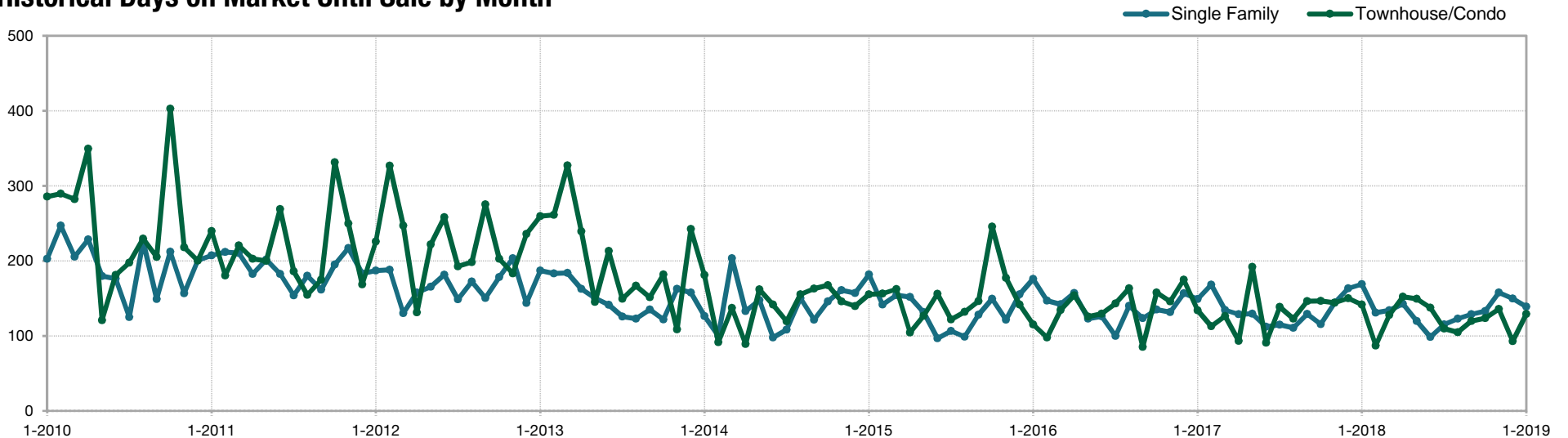


Year to Date



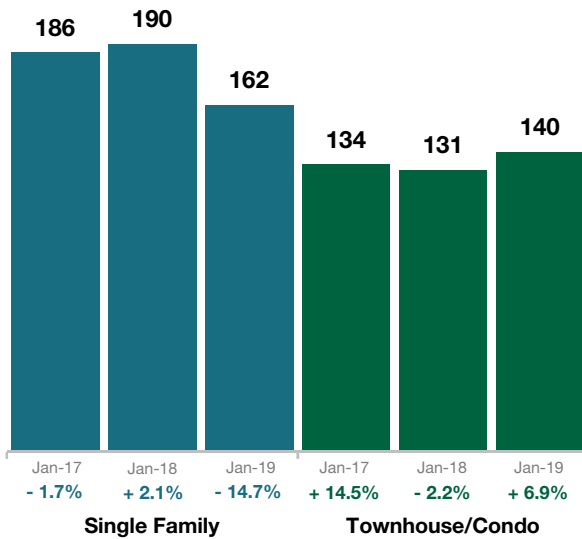
Days on Market	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Feb-2018	131	-22.0%	87	-23.0%
Mar-2018	134	-0.7%	128	+1.6%
Apr-2018	143	+10.9%	152	+63.4%
May-2018	120	-7.7%	150	-21.9%
Jun-2018	99	-11.6%	137	+50.5%
Jul-2018	115	0.0%	110	-20.9%
Aug-2018	123	+10.8%	105	-14.6%
Sep-2018	129	0.0%	120	-17.8%
Oct-2018	133	+14.7%	124	-15.6%
Nov-2018	158	+9.7%	136	-5.6%
Dec-2018	150	-8.5%	93	-38.0%
Jan-2019	139	-17.8%	129	-9.2%

Historical Days on Market Until Sale by Month

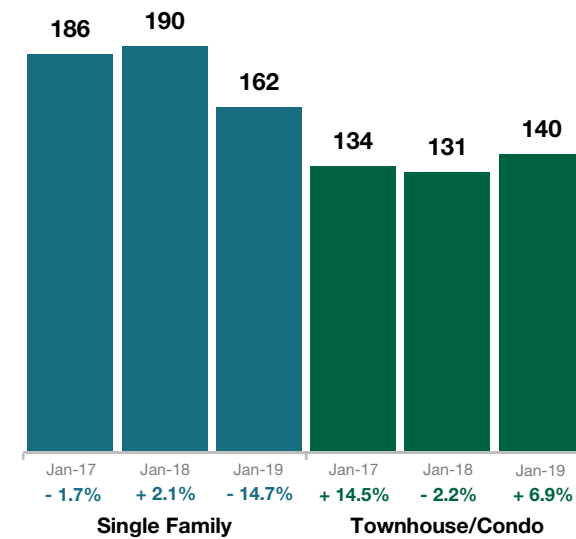


Cumulative Days on Market Until Sale

January

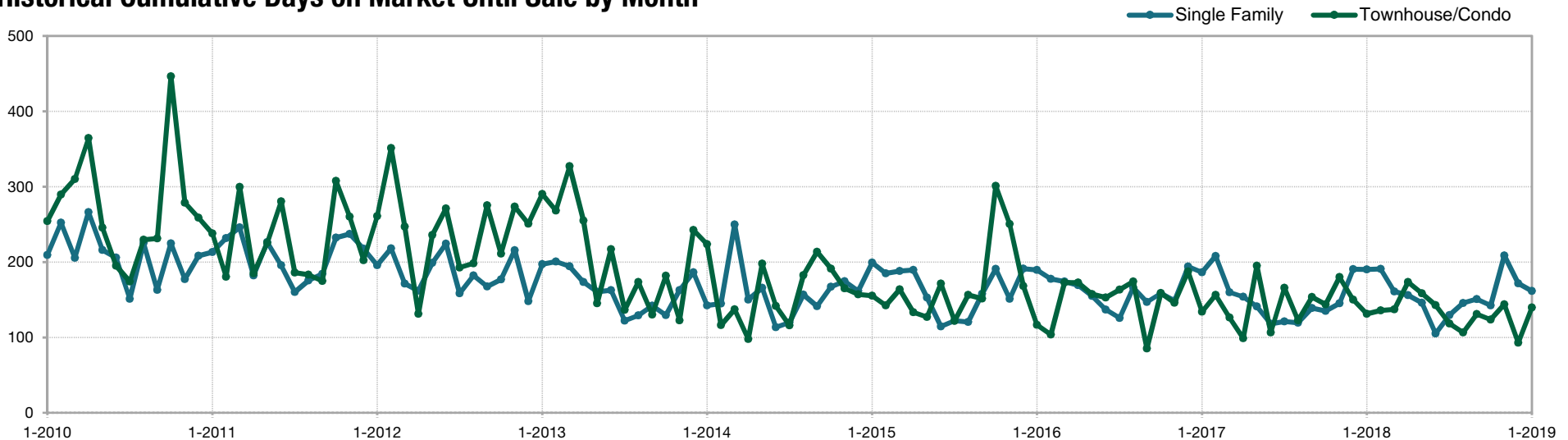


Year to Date



Cumulative Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Feb-2018	191	-8.2%	136	-12.8%
Mar-2018	161	+0.6%	137	+8.7%
Apr-2018	156	+1.3%	173	+74.7%
May-2018	146	+3.5%	158	-19.0%
Jun-2018	105	-11.0%	143	+33.6%
Jul-2018	129	+6.6%	118	-28.9%
Aug-2018	146	+22.7%	107	-13.0%
Sep-2018	151	+8.6%	131	-14.9%
Oct-2018	142	+5.2%	124	-13.9%
Nov-2018	209	+44.1%	144	-20.0%
Dec-2018	172	-9.9%	93	-38.0%
Jan-2019	162	-14.7%	140	+6.9%

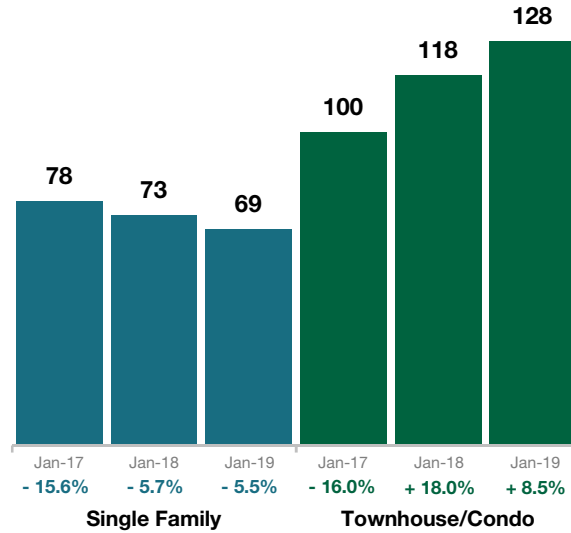
Historical Cumulative Days on Market Until Sale by Month



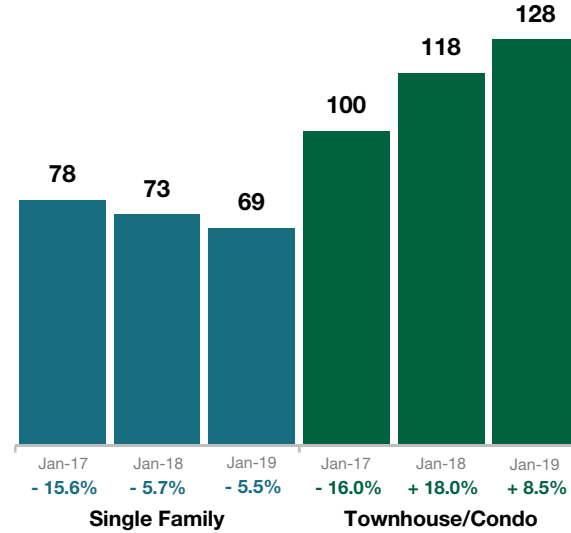
Housing Affordability Index



January

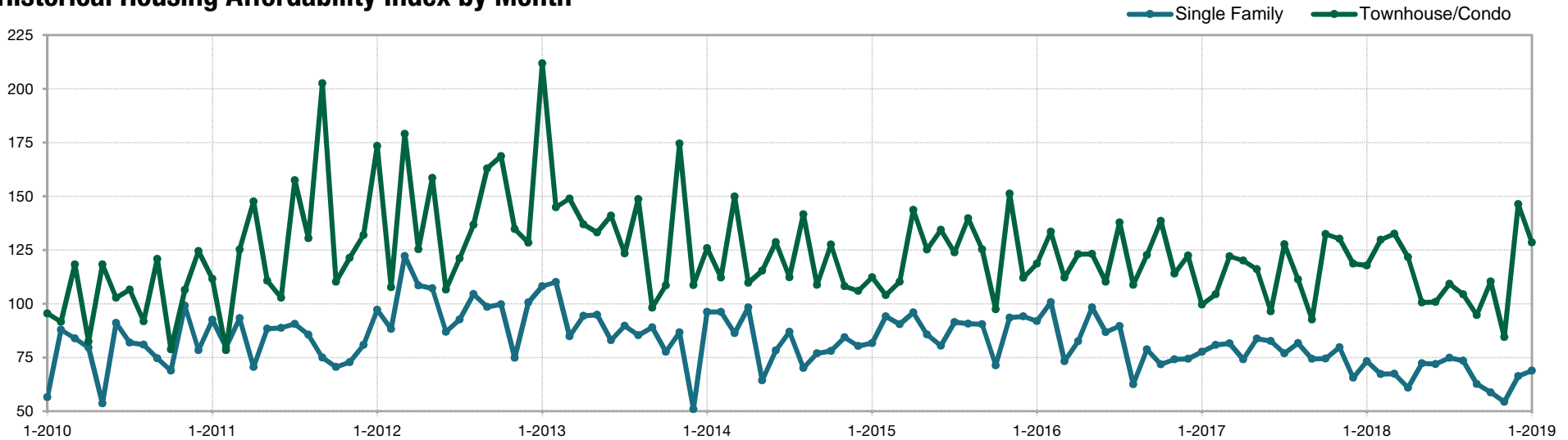


Year to Date



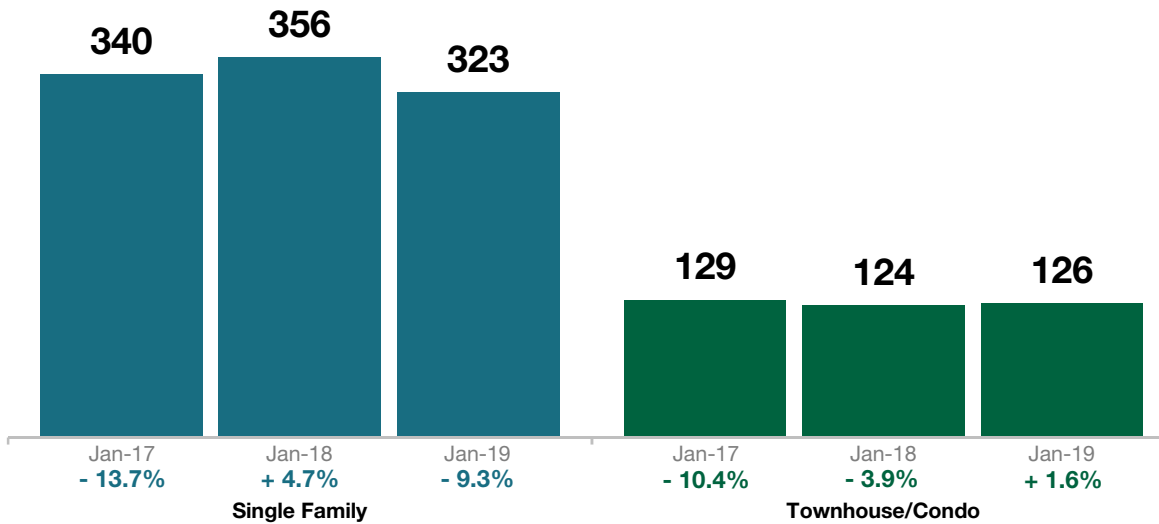
Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Feb-2018	67	-17.3%	130	+25.0%
Mar-2018	67	-18.3%	133	+9.0%
Apr-2018	61	-17.6%	122	+1.7%
May-2018	72	-14.3%	101	-12.9%
Jun-2018	72	-13.3%	101	+5.2%
Jul-2018	75	-2.6%	109	-14.8%
Aug-2018	74	-9.8%	104	-6.3%
Sep-2018	63	-14.9%	95	+2.2%
Oct-2018	59	-21.3%	110	-16.7%
Nov-2018	54	-32.5%	84	-35.4%
Dec-2018	66	0.0%	146	+22.7%
Jan-2019	69	-5.5%	128	+8.5%

Historical Housing Affordability Index by Month



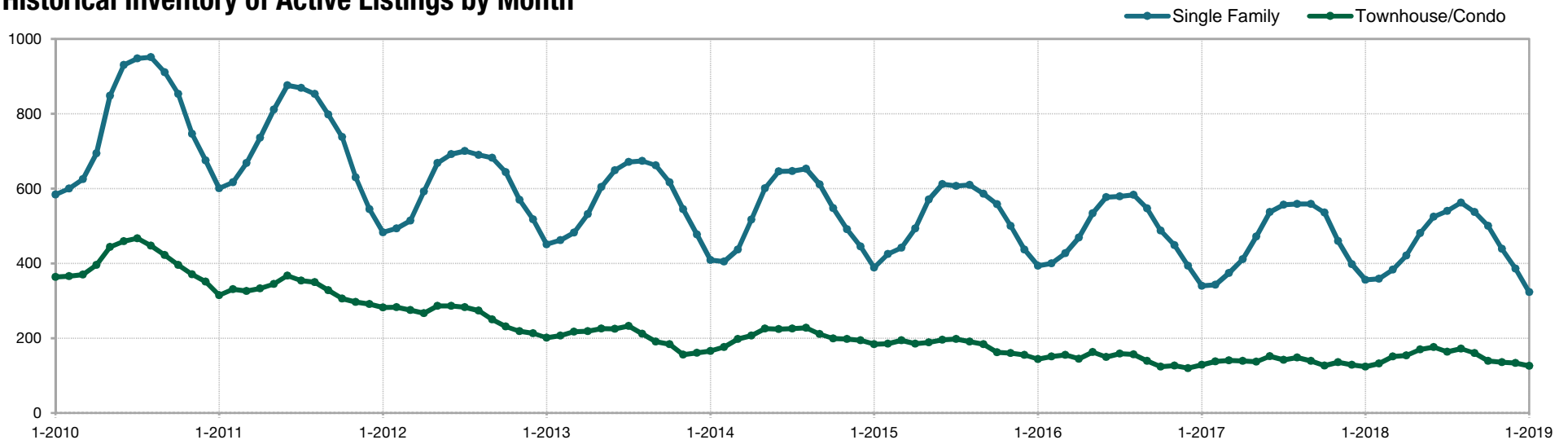
Inventory of Active Listings

January



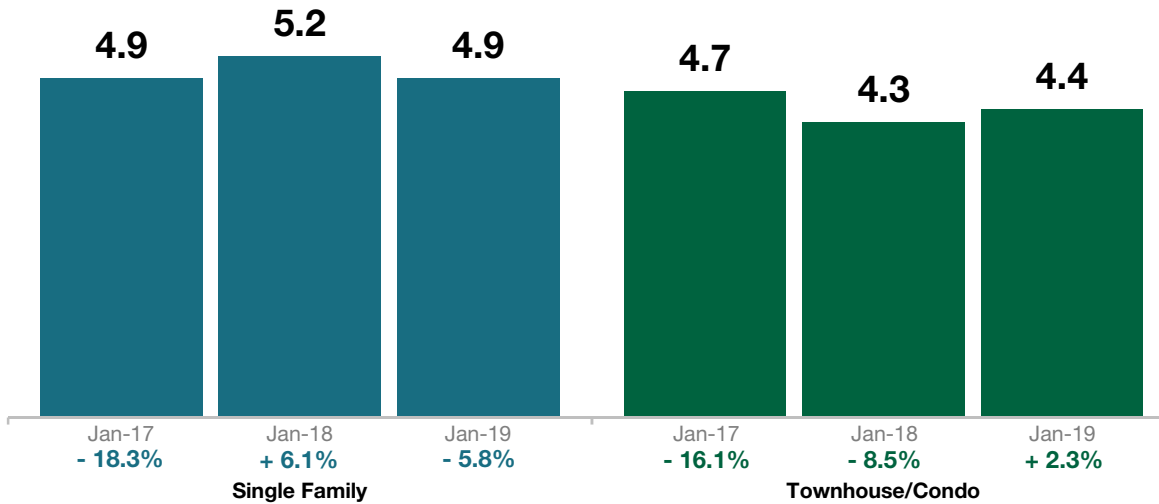
Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Feb-2018	359	+4.7%	132	-4.3%
Mar-2018	383	+2.4%	151	+7.1%
Apr-2018	421	+2.4%	154	+10.8%
May-2018	481	+1.9%	170	+24.1%
Jun-2018	525	-2.2%	176	+15.8%
Jul-2018	540	-3.1%	164	+15.5%
Aug-2018	562	+0.5%	172	+16.2%
Sep-2018	537	-3.9%	160	+15.1%
Oct-2018	500	-6.7%	139	+9.4%
Nov-2018	439	-4.6%	136	0.0%
Dec-2018	386	-3.0%	134	+3.9%
Jan-2019	323	-9.3%	126	+1.6%

Historical Inventory of Active Listings by Month



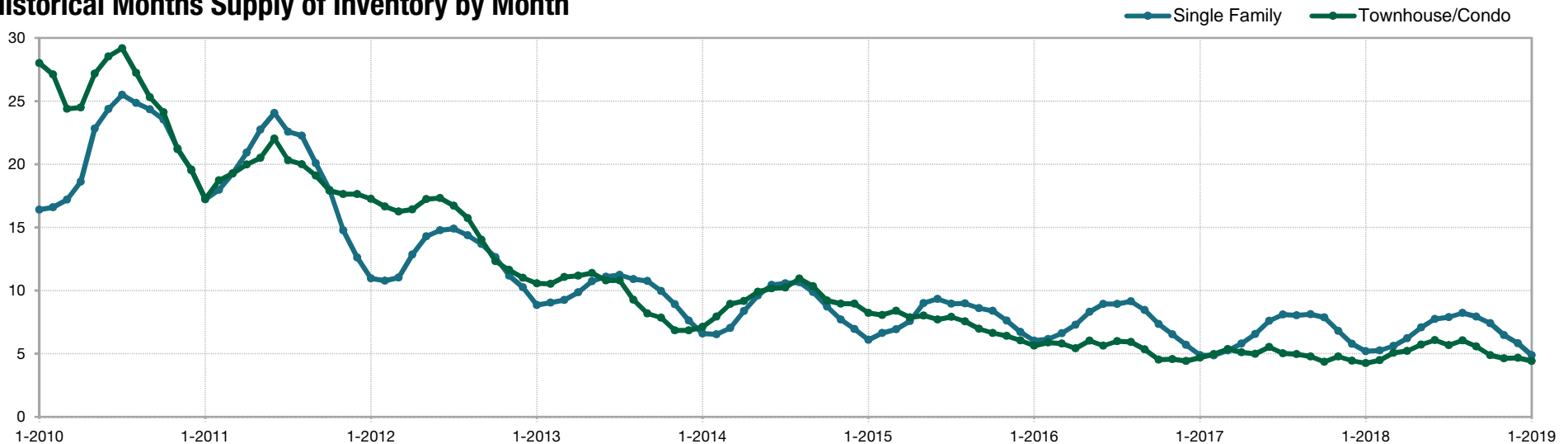
Months Supply of Inventory

January



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Feb-2018	5.3	+8.2%	4.5	-10.0%
Mar-2018	5.6	+5.7%	5.1	-5.6%
Apr-2018	6.2	+6.9%	5.2	+2.0%
May-2018	7.1	+7.6%	5.7	+14.0%
Jun-2018	7.7	+1.3%	6.1	+10.9%
Jul-2018	7.9	-2.5%	5.7	+14.0%
Aug-2018	8.2	+2.5%	6.1	+22.0%
Sep-2018	7.9	-2.5%	5.6	+16.7%
Oct-2018	7.4	-6.3%	4.9	+11.4%
Nov-2018	6.5	-4.4%	4.6	-4.2%
Dec-2018	5.8	0.0%	4.7	+6.8%
Jan-2019	4.9	-5.8%	4.4	+2.3%

Historical Months Supply of Inventory by Month



Total Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



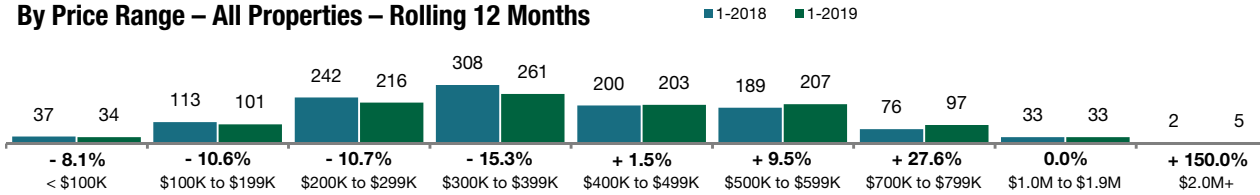
Key Metrics	Historical Sparkbars	1-2018	1-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		115	90	- 21.7%	115	90	- 21.7%
Pending Sales		81	69	- 14.8%	81	69	- 14.8%
Sold Listings		66	62	- 6.1%	66	62	- 6.1%
Median Sales Price		\$338,000	\$378,500	+ 12.0%	\$338,000	\$378,500	+ 12.0%
Avg. Sales Price		\$401,136	\$410,829	+ 2.4%	\$401,136	\$410,829	+ 2.4%
Pct. of List Price Received		96.9%	97.3%	+ 0.4%	96.9%	97.3%	+ 0.4%
Days on Market		158	133	- 15.8%	158	133	- 15.8%
Cumulative Days on Market		168	151	- 10.1%	168	151	- 10.1%
Affordability Index		86	83	- 3.5%	86	83	- 3.5%
Active Listings		486	458	- 5.8%	--	--	--
Months Supply		4.9	4.8	- 2.0%	--	--	--

Sold Listings

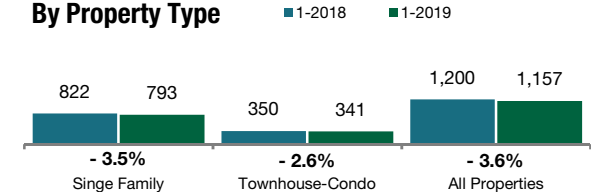
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	1-2018	1-2019	Change	1-2018	1-2019	Change
\$99,999 and Below	9	11	+22.2%	28	23	-17.9%
\$100,000 to \$199,999	38	26	-31.6%	72	74	+2.8%
\$200,000 to \$299,999	137	125	-8.8%	88	81	-8.0%
\$300,000 to \$399,999	216	162	-25.0%	86	92	+7.0%
\$400,000 to \$499,999	169	166	-1.8%	30	34	+13.3%
\$500,000 to \$699,999	155	180	+16.1%	33	26	-21.2%
\$700,000 to \$999,999	67	88	+31.3%	9	9	0.0%
\$1,000,000 to \$1,999,999	29	31	+6.9%	4	2	-50.0%
\$2,000,000 and Above	2	4	+100.0%	0	0	--
All Price Ranges	822	793	-3.5%	350	341	-2.6%

Compared to Prior Month

By Price Range	Single Family			Condo		
	12-2018	1-2019	Change	12-2018	1-2019	Change
\$99,999 and Below	1	0	-100.0%	3	1	-66.7%
\$100,000 to \$199,999	2	2	0.0%	7	7	0.0%
\$200,000 to \$299,999	9	5	-44.4%	3	5	+66.7%
\$300,000 to \$399,999	12	7	-41.7%	4	7	+75.0%
\$400,000 to \$499,999	13	10	-23.1%	1	1	0.0%
\$500,000 to \$699,999	8	9	+12.5%	1	0	-100.0%
\$700,000 to \$999,999	8	4	-50.0%	0	0	--
\$1,000,000 to \$1,999,999	4	2	-50.0%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	57	39	-31.6%	19	21	+10.5%

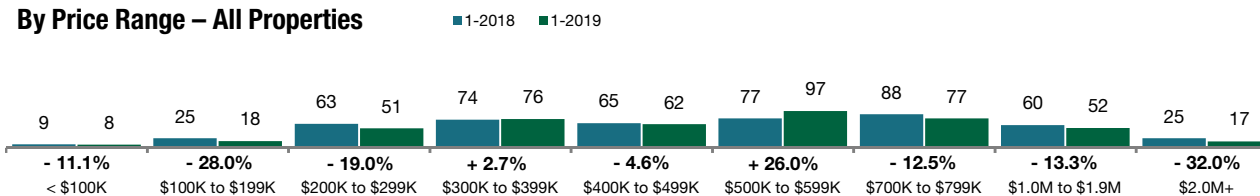
Year to Date

By Price Range	Single Family			Condo		
	1-2018	1-2019	Change	1-2018	1-2019	Change
\$99,999 and Below	0	0	--	0	1	--
\$100,000 to \$199,999	1	2	+100.0%	7	7	0.0%
\$200,000 to \$299,999	8	5	-37.5%	5	5	0.0%
\$300,000 to \$399,999	11	7	-36.4%	8	7	-12.5%
\$400,000 to \$499,999	7	10	+42.9%	1	1	0.0%
\$500,000 to \$699,999	9	9	0.0%	3	0	-100.0%
\$700,000 to \$999,999	1	4	+300.0%	0	0	--
\$1,000,000 to \$1,999,999	3	2	-33.3%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	40	39	-2.5%	24	21	-12.5%

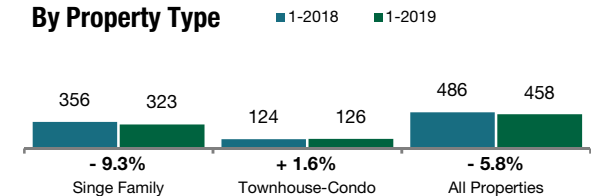
Inventory of Active Listings

A measure of the number of homes available for sale at a given time.

By Price Range – All Properties



By Property Type



Year over Year

By Price Range	Single Family			Condo		
	1-2018	1-2019	Change	1-2018	1-2019	Change
\$99,999 and Below	2	4	+100.0%	7	4	-42.9%
\$100,000 to \$199,999	5	8	+60.0%	20	9	-55.0%
\$200,000 to \$299,999	43	34	-20.9%	19	13	-31.6%
\$300,000 to \$399,999	46	41	-10.9%	25	32	+28.0%
\$400,000 to \$499,999	51	49	-3.9%	14	13	-7.1%
\$500,000 to \$699,999	64	78	+21.9%	12	19	+58.3%
\$700,000 to \$999,999	71	52	-26.8%	17	25	+47.1%
\$1,000,000 to \$1,999,999	50	41	-18.0%	10	10	0.0%
\$2,000,000 and Above	24	16	-33.3%	0	1	--
All Price Ranges	356	323	-9.3%	124	126	+1.6%

Compared to Prior Month

By Price Range	Single Family			Condo		
	12-2018	1-2019	Change	12-2018	1-2019	Change
\$99,999 and Below	5	4	-20.0%	6	4	-33.3%
\$100,000 to \$199,999	9	8	-11.1%	8	9	+12.5%
\$200,000 to \$299,999	39	34	-12.8%	17	13	-23.5%
\$300,000 to \$399,999	43	41	-4.7%	34	32	-5.9%
\$400,000 to \$499,999	58	49	-15.5%	14	13	-7.1%
\$500,000 to \$699,999	82	78	-4.9%	16	19	+18.8%
\$700,000 to \$999,999	65	52	-20.0%	27	25	-7.4%
\$1,000,000 to \$1,999,999	54	41	-24.1%	11	10	-9.1%
\$2,000,000 and Above	31	16	-48.4%	1	1	0.0%
All Price Ranges	386	323	-16.3%	134	126	-6.0%

Year to Date

By Price Range	Single Family			Condo		
	1-2018	1-2019	Change	1-2018	1-2019	Change
\$99,999 and Below	0	0	--	0	1	--
\$100,000 to \$199,999	1	2	+100.0%	7	7	0.0%
\$200,000 to \$299,999	8	5	-37.5%	5	5	0.0%
\$300,000 to \$399,999	11	7	-36.4%	8	7	-12.5%
\$400,000 to \$499,999	7	10	+42.9%	1	1	0.0%
\$500,000 to \$699,999	9	9	0.0%	3	0	-100.0%
\$700,000 to \$999,999	1	4	+300.0%	0	0	--
\$1,000,000 to \$1,999,999	3	2	-33.3%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	40	39	-2.5%	24	21	-12.5%

There are no year-to-date figures for inventory because it is simply a snapshot frozen in time at the end of each month. It does not add up over a period of months.

Glossary of Terms

A research tool provided by the Colorado Association of REALTORS®



New Listings	A measure of how much new supply is coming onto the market from sellers.
Pending Sales	A count of all the listings that went into Pending status during the reported period. Pending listings are counted at the end of the reported period. Each listing can only be counted one time. If a listing goes into Pending, out of Pending, then back into Pending all in one reported period, this listing would only be counted once. This is the most real-time measure possible for home buyer activity, as it measures signed contracts on sales rather than the actual closed sale. As such, it is called a "leading indicator" of buyer demand.
Sold Listings	A measure of home sales that were closed to completion during the report period.
Median Sales Price	A measure of home values in a market area where 50% of activity was higher and 50% was lower than this price point.
Average Sales Price	A sum of all home sales prices divided by total number of sales.
Percent of List Price Received	A mathematical calculation of the percent difference from last list price and sold price for those listings sold in the reported period.
Days on Market Until Sale	A measure of how long it takes homes to sell, on average.
Housing Affordability Index	A measure of how affordable a region's housing is to its consumers. A higher number means greater affordability. The index is based on interest rates, median sales price and median income by county.
Inventory of Active Listings	A measure of the number of homes available for sale at a given time. The availability of homes for sale has a big effect on supply-demand dynamics and home prices.
Months Supply of Inventory	A measure of how balanced the market is between buyers and sellers. It is expressed as the number of months it would hypothetically take to sell through all the available homes for sale, given current levels of home sales. A balanced market ranges from 4 to 7 months of supply. A buyer's market has a higher number, reflecting fewer buyers relative to homes for sale. A seller's market has a lower number, reflecting more buyers relative to homes for sale.